

## Message Text

UNCLASSIFIED

PAGE 01 KHARTO 00110 121147Z  
ACTION AF-10

INFO OCT-01 EB-08 ISO-00 /019 W  
-----127714 121220Z /10  
R 121010Z JAN 78  
FM AMEMBASSY KHARTOUM  
TO USDOC WASH DC  
INFO SECSTATE WASHDC 6271

UNCLAS KHARTOUM 0110

COMMERCE FOR MEPD

E.O. 11652: N/A  
TAGS: BENC, BEXP, ELTN, SU  
SUBJ: IDA MAJOR PROJECT: JEBEL-AULIA/RABAK HIGHWAY

1. ROADS AND BRIDGES PUBLIC CORPORATION (RBPC) HAS CALLED FOR PREQUALIFICATION BIDS IN FEBRUARY TO BUILD THE 260KM ROAD LINKING RABAK AND THE KENANA SUGAR PROJECT WITH JEBEL-AULIA, SOUTH OF KHARTOUM. THE PROJECT IS EXPECTED TO COST MORE THAN 50 MILLION DOLLARS. PREQUALIFICATION FORMS ARE AVAILABLE FROM LOUIS BERGER'S NEW JERSEY OFFICES OR FROM THE BERGER-KAMPAX OFFICE IN KHARTOUM. LOCAL BERGER REP TELLS US THAT SEVERAL US FIRMS HAVE ALREADY REQUESTED PREQUALIFICATION FORMS FROM NEW JERSEY. ONE US FIRM, INTERGREEN, WILL NOT BE REQUIRED TO PREQUALIFY SINCE IT WAS QUALIFIED FOR THE FIRST HIGHWAY PROJECT LINKING SENNAR AND DAMAZIN. INTERGREEN WILL BE INVITED TO OBTAIN TENDER DOCUMENTS IN MARCH FOR MID-MAY SUBMISSION.

2. EMBOFF DISCUSSED PROSPECTS FOR PARTICIPATION BY AMERICAN FIRMS WITHS LOCAL LOUIS BERGER REP., WHO WILL EVALUATE PREQUALIFICATION APPLICATIONS AND FINAL BIDS. HE INITIALLY DISCUSSED SENNAR-DAMAZIN ROAD (ANOTHER BERGER/ KAMPSAX PROJECT), NOTING THAT NO US FIRMS BID. OF THE 28 AMERICAN FIRMS THAT OBTAINED PREQUALIFICATION FORMS, ONLY UNCLASSIFIED

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FOUR SUBMITTED THOSE FORMS. THREE DID NOT QUALIFY, AND THE FOURTH, INTERGREEN, CHOSE NOT TO BID ALTHOUGH IT WAS QUALIFIED. OF THE NINE INTERNATIONAL FIRMS ON THE QUALIFYING LIST, ONLY FOUR SUBMITTED PROPOSALS. BERGER REP ATTRIBUTES LIMITED US INTEREST TO UNCERTAINTIES AMONG US FIRMS ABOUT THE RELIABILITY OF ARAB FINANCING, LACK OF PREVIOUS INVOLVEMENT BY US CONSTRUCTION FIRMS IN THE

SUDAN, AND SLIGHT COMPETITIVE DISADVANTAGE VIS--VIS THE EUROPEANS IN TERMS OF EQUIPMENT SHIPPING COSTS (AMOUNTING TO PERHAPS 2 PERCENT OF FINAL PROJECT COST).

3. BERGER REP BELIEVES THAT IDA FINANCING MAY ATTRACT MORE AMERICAN BIDDERS ON THIS PROJECT, BUT LACK OF EXPERIENCE IN THE SUDAN OR THE MIDDLE EAST AND SLIGHT COST DISADVANTAGE WILL CONTINUW TO WORK AGAINST US CHANCES. IN HIS VIEW, US FIRMS WITH PREVIOUS OR ONGOING PROJECTS IN THE MIDDLE EAST, PARTICULARLY ON THE ARABIAN PENINSULA, STAND THE BEST CHANCE OF SUCCESS HERE, ALTHOUGH TIGHT FINANCING SITUATION FOR JEBEL-AULIA/RABAK COULD MEAN THAT RELATIVELY MORE WEIGHY WILL BE GIVEN TO LOW BID THAN TO EXPERIENCE. BERGUS

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** HIGHWAYS  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014